

To: Young, Mark
From: Maney, F
Posted: 3/28/96 16:19
Opened: 3/29/96 16:19
Subject: EVALUATIONS

DEAR MARK,

I HAVE COMPLETED ALL EVALUATION FOR MY S/Rs AND WILL DROP THEM AT THE ROU FOR YOUR REVIEW AND SIGNATURES LATER THIS WEEK.

SOME OF MY ORIGINAL DIVISION RANKINGS HAVE CHANGED AS HAVE A COUPLE OF OVERALL EVALUATIONS. LISTED BELOW IS THE FINAL SUMMARY:

A/S/R MELANIE GRAY - MEDIUM FULLY MET
S/S/R WALLACE COLCLOUGH - MEDIUM FULLY MET
A/S/R DAN MANY - MEDIUM FULLY MET
A/S/R MEL KRIVOSHEY - LOW FULLY MET
A/S/R AL FINKELSTEIN - LOW FULLY MET
S/R MARGARET HANSEN - LOW FULLY MET
A/S/R JOAN ACEVEDO - HIGH MET MINIMUM
A/S/R ARTLIPSON - MEDIUM MET MINIMUM
A/S/R WANDA SOTO - MEDIUM MET MINIMUM

WHEN YOU READ THE EVALUATIONS, I THINK YOU WILL SEE A SENSE OF URGENCY STRESSED ON MARKETPLACE CONDITION FOR EACH AND EVERY ASSIGNMENT HAS BEEN COMMITTED TO BY THE ENTIRE DIVISION. EVERY REPRESENTATIVE, WITHOUT EXCEPTION AND WITH A FIRM DEDICATION, IS COMMITTED TO IMPACTING OUR STREET PRESENCE BOTH BY PERSONALLY DOING IT; AND WITH THE HELP OF ALL RESOURCES SUCH AS RETAIL REPS. AND PART-TIME RESOURCES.

AN ACTION PLAN HAS BEEN DEVELOPED TO IMPACT OUR PRESENCE IMMEDIATELY WITHOUT AFFECTING OTHER ACCOUNTABILITIES SUCH AS COVERAGE,(100% ON MONTHLIES) AND CALL COUNT(BETTER THAN 8 EXPECTED).

A DETAILED ACTION PLAN WILL BE FORTHCOMING VERY SOON.

SINCERELY,

LEE

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